

# Mountains Council of REALTORS®

## January 2012 Newsletter

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Web: <http://mountainscouncil.com>

### A Message from President Jamie Eastlack:

I hope you all had a great holiday season! It was nice to see so many of you at the Holiday Party in Rumford ... what a neat spot that was!

As we begin year 2012 in real estate, I think it's important we embrace change. Our markets, clients and the way we do business are changing each and every day. I'm amazed at what it takes to keep a deal together in this market. Don't be afraid to try different things, go back to the basics, try working smarter and not harder. It's a fantastic time to promote yourself and your fellow REALTORS®.

On January 9, I was fortunate enough to attend the MAR Leadership Conference in Portland. It was a great experience and I learned a lot from simply listening to others that deal with the same issues we deal with here in Western Maine. If I came away with two major points, they would be:

- 1) How Can We Promote Homeownership Matters to ME?
- 2) We Must Keep A Positive Attitude to be Successful

Don't forget <http://realtor.org>, it's a great resource for information and it's part of what we get for our dues! Hope to see you at the February membership meeting.

If you have any suggestions or comments, please feel free to contact me at [eastlack@megalink.net](mailto:eastlack@megalink.net) or at Morton & Furbish Agency - 864-5777.

### Upcoming Membership Meeting:

The first 2012 membership meeting of the Mountains Council of REALTORS®, sponsored by Franklin Savings Bank, is scheduled for Wednesday, February 15 at Homestead Bakery in Farmington. Registration begins at 8:00 a.m. Buffet Breakfast & Membership Meeting begins at 8:15 a.m. An education program "2011 Legal Update: Extended Version" will be from 9:00 a.m. - 12:00 noon. This course is approved by the MREC for 3 clock hours of continuing education credit and instructed by Linda Gifford. Space is limited, so register early. Registration information is posted at <http://mountainscouncil.com>.

### 2012 REALTOR® Dues Winner:

Congratulations to Dan Nash of Coldwell Banker Sandy River Realty in Farmington. He is the winner of the 2012 REALTOR® dues drawings held at the December 8 holiday party.

## New Members:

In order to become a member, an individual must complete the membership application and pay an application fee to the Mountains Council. Membership applications are posted at <http://mountainscouncil.com>. Because we have provisional membership, new REALTOR® applicants become members as soon as they pay dues; however, they must take new member ethics when offered, live or online, in order to keep their membership privileges active.

## Meeting/Event Schedule:

February 15 - Breakfast & "2011 Legal Update: Extended Version"  
Homstead Bakery in Farmington  
April 4 - Breakfast & "Code of Ethics"  
Oxford Federal Credit Union in Mexico  
June 6 - Breakfast & "Promoting Public Confidence Core Course"  
Saddleback Mountain in Rangeley  
September 5 - Breakfast & "CMA's and Appraisals: What's the Difference"  
Oxford Federal Credit Union in Mexico  
November 7 - Breakfast & "Is There a New Role for the R.E. Agent in Financing"  
Homstead Bakery in Farmington  
December 6 - Holiday Party & Installation of 2013 Officers  
Location to be Determined

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